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# Survey of Thirteen Business Improvement Areas in Ontario, 1979

## Preliminary Findings

Ontario Renews: background paper

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# Survey of Thirteen Business Improvement Areas in Ontario, 1979

## Preliminary Findings

Prepared for: Community Renewal Branch,  
#10 Ontario Ministry of Housing

Prepared by: #10 Environics Research Group Limited

April, 1980

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## **1.0** INTRODUCTION

### **1.1** Foreword

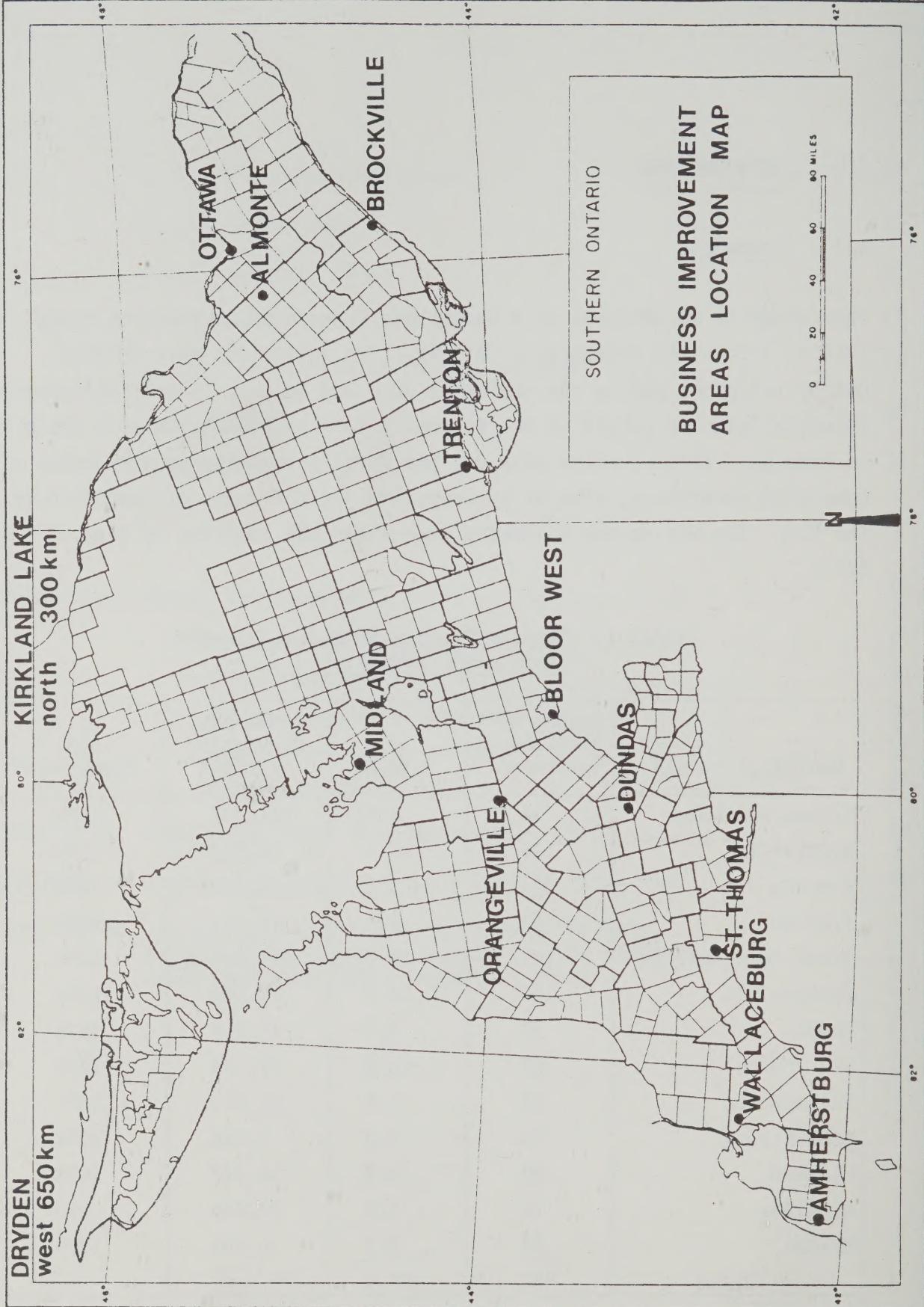
This study is an analysis of a survey of 13 Business Improvement Areas (BIA's) across the Province of Ontario. The interviews were carried out by telephone during the months of July and August, 1979 by Environics Research Group on behalf of the Community Renewal Branch, Ontario Ministry of Housing. Table 1 below sets out the details relating to the number of completed interviews, size of municipality and the dates of formation of the BIA. The Map on the following page shows the location of each of the BIA's.

TABLE 1: Business Improvement Areas Survey  
Interviews Completed

Municipality/BIA	Number of Interviews Completed	Percent	Community Population (1979)*	BIA Formation**
Ottawa Westboro	54	5.7%	541,932	1979
Brockville	148	15.5	19,967	1976
Almonte	36	3.8	3,821	1979
Trenton	84	8.8	14,484	1977
Bloor West Village	142	14.9	635,685	1970
Orangeville	100	10.5	13,083	1978
Dundas	35	3.7	19,266	1978
St. Thomas	97	10.2	27,578	1974
Wallaceburg	45	4.7	11,424	1977
Amherstburg	56	5.9	5,836	1978
Midland	60	6.3	11,822	1978
Kirkland	71	7.5	12,460	1978
Dryden	24	2.5	6,505	1979
Total	952	100.0		

\* Ontario Municipal Directory, 1980

\*\* Community Renewal Branch, Ontario Ministry of Housing  
Source: ERG BIA Survey, 1979



## 1.2 Scope of Study

The purpose of the study is to monitor the economic performance of Ontario BIA's and specifically to help the Ministry to ultimately answer three questions:

1. Do BIA's create a stable business environment?
2. Do various types of businesses within BIA's obtain economic benefits?
3. What factors account for the level of economic performance of various BIA's?

It should be pointed out that this study is not an evaluation of the BIA program itself. That is, no systematic effort has been made to assess the impact of the program on the economic performance of the business area. This sort of analysis would require a more specific investigation of the improvements made by the various BIA's after their formation and an analysis of sales in years subsequent to these improvements. Since 10 of the 13 BIA's in this survey had been formed less than two years prior to our August, 1979 survey, a future study, conducted in perhaps three to four years, would be required to provide the basis for evaluating the performance of the BIA program itself.

## 1.3 Methodology

### 1.3.1 Overall Study Design

During July and August, 1979, Environics Research Group completed a survey of 952 members of thirteen Business Improvement Areas (BIA's) across the Province of Ontario.

The telephone survey technique was used to gather the data. The calls were preceded by an introductory letter from the Minister of Housing explaining the purpose of the study, as well as a list of items for which information would be required. (Survey instruments are in Appendix A).

The following is a description of the design of the survey and analysis of its results.

#### 1.3.2 BIA's and Businesses Selected

The Ministry of Housing selected the thirteen BIA's to be surveyed: Almonte, Bloor West Village (Toronto), Dryden, Dundas, Kirkland Lake, Midland, Ottawa Westboro, Wallaceburg, Brockville, Orangeville, Amherstburg, Trenton and St. Thomas. The potential sample was 1,401 BIA members. Membership lists were supplied to the Ministry by each local BIA chairman.

It was determined that the businesses surveyed would include those establishments that provided direct sales and services on the premises. Consequently, lawyers, accountants, engineers, realtors and insurance brokers and adjusters were eliminated from the sample by the Ministry and by ERG during the processing of the lists (including looking up telephone numbers) as well as during the interviewing.

#### 1.3.3 Obtaining Telephone Numbers

Telephone numbers were required for all businesses in the thirteen BIA's. Five lists, Bloor West Village, Trenton, Brockville, Orangeville and Kirkland Lake were given to ERG with numbers supplied. The rest of the telephone numbers were found, when possible, in local telephone directories and through telephone information. We attempted to find the

numbers not obtained in this manner from the contact person in each BIA or from a neighbouring business.

#### 1.3.4 Mailing Introductory Letters

As BIA lists became available, introductory letters and a list of items on the questionnaire were sent to members. Mailing took place between July 30 and August 15, 1979.

#### 1.3.5 Interviewing

Ten professional interviewers were briefed. Telephoning began approximately one week after introductory letters were sent and continued for each location for a period of ten days. Interviewing took place between August 7 and 28.

Interviewers were instructed to make seven call-backs in order to obtain the information required. In many instances, more call-backs were made since we were dealing with busy people who were in and out of their stores and would be available if we called back. Interviewers spoke only to people who had received letters; second letters were sent out when necessary to approximately 50 respondents.

When WATS lines were available, interviewers called from Government phones. When WATS lines were not available, interviewers called from home telephones. Most telephoning took place between the hours of 9:00 a.m. and 6:00 p.m.; however, many businesses preferred early morning or evening calls, and they were accommodated.

#### 1.3.6 Completion Results

From the original list of 1,401 businesses, 952 were successfully completed. Of the remaining 455 businesses, 265 were discovered to be ineligible for

the study (moved, ineligible business type, no longer in business, etc.), while only 190 were unable to be interviewed (refusal, unable to contact manager, information not available, etc.). Consequently, the "effective response rate" to this survey is 952 of 1,142 potentially eligible businesses or 83 per cent.

#### 1.4 Definitions

Extensive analysis of the data together with its synthesis into units comparable with other published standardized data has been undertaken and is reported in various forms. For the purpose of this study the following basic definitions have been used and are constant throughout the text.

Gross Leasable Area (GLA): GLA is the area the respondent states is used by him for the purpose of carrying out his business at the premises in the BIA. For this study, it is not of importance whether the premises are leased or owned outright by the business or are held in some form of combined tenure.

Type of business: Table 12 on page 19 of this report shows the various classifications of levels of reporting of Type of Business, together with a detailed breakdown of the classifications incorporated into the expression Department Store Type Merchandise (DSTM).

Department Store Type Merchandise (DSTM): This classification is set out in Appendix B and comprises essentially those items which can properly be expected to be sold in a Department Store. It will be noted that certain items and services which are sometimes found in department stores are not included: beauty and hairdressing, travel agency, etc. These are included in the ancillary category.

1.5 Assumptions Made

For the purpose of this study it was decided to report all sales and costs in terms of 1979 constant dollars. This correction is shown in Table 2, Consumers Price Index 1974 - 1979.

TABLE 2: Consumer Price Index 1974-79  
and 1979 Constant Dollar Index

Year	All Items	Clothing	1979 Index	Food	1979 Index
1974	125.1	119.2	136.0	144.1	148.8
1975	138.5	124.1	130.6	163.4	140.0
1976	149.0	130.6	124.1	164.8	138.9
1977	161.0	137.9	117.6	179.5	127.5
1978	173.4	145.9	111.1	206.1	110.1
1979	189.0	162.1	100.0	228.9	100.0

All Items, Clothing and Food Indexes: 1971 = 100.0

Source: Statistics Canada  
Consumer Prices & Price Indexes 1978-79  
Table 9, Cat. 62-010

Again, after consideration of the extended range of the component parts of the all-item index, it was decided to use the clothing price index as the basis of the multiplier to bring 1974-1978 dollars and amounts into 1979 dollars, with the exception of food. A separate index has been used for food as this item has grown at a faster rate than the clothing or the all-item index.

In order to preserve comparability the amounts shown are based on a gross leasable area figure reduced to a dollar per square foot basis. In all instances, the amounts used were those given by the respondent in our 1979 survey of businesses in the BIA's.

#### 1.6 Acknowledgements and Caveats

Data relating to shopping centre sales, rents and costs were obtained from 'Dollars and Cents of Shopping Centres 1978', Urban Land Institute. Dollars and Cents of Shopping Centres is a cooperative venture published in conjunction with members of the International Council of Shopping Centres and is authoritative, reputable and accurate in these matters.

The data used is that given by the respondent and is assumed to be accurate; however, it is our experience that sales tend to be under-reported and costs over-reported. Nevertheless, as will be seen in this study, the anomalies uncovered are marginal and by-and-large the findings are consistent with other published data.

#### 1.7 Statistical Analysis

The 952 completed interviews were recorded and edited, and in due course became the data base analysed for this report.

Preliminary analysis using standard programs showed that certain questions required careful classification in order:

- to provide equi-scaled classes, and
- to provide responses in groups that match standard information from other sources.

These frequency count classifications detailed:

- allocation of SIC uses into three levels of complexity
- allocation of rents, costs and taxes into varying groups of ranges
- allocation of time (years in business, lease expiration) into time bands that were rational and meaningful

A further complication arose when each of the BIA's were considered separately; that of confidentiality. That is to say, in a BIA of 25 responses, the divulging of sales at the tertiary level or even at the secondary level would enable competitors to ascertain sales levels where there were only one or two businesses in a given group. In order to obviate this problem it was decided to clump BIA's into four groupings based on community size.

While this created certain problems owing to the wide range of municipal populations (from 3,821 to 635,685), it is believed that the clusters proposed are rational in a demographic sense. While the projects in Ottawa and Toronto were in major metropolitan areas, it is certain (based on other consumer surveys carried out by the writers of this report) that each of these BIA's actually served a primarily trade area of 30 to 40 thousand population. A primarily trade area is by definition that area or catchment area from which 66 to 80 per cent of the trade by way of sales is derived. Thus, a BIA such as Bloor West Village in Toronto might expect to get 75% of its trade from its primary trade area.

With this in mind, it was decided that sales and rent level tables would provide data for each of four groups relating to the size of the population of the municipality, with Ottawa Westboro and Bloor West Village

classed as over 25,000 population:

- Under 7,500 persons
- 7,501 - 15,000 persons
- 15,001 - 25,000 persons
- Over 25,000 persons

Having completed this collapsing of classes of variables, a series of analyses were carried out using Factor and Discriminant analysis in order to ascertain whether or not there were any underlying or hidden factors influencing sales per square foot. In every case, it was found that only random chance caused variations. Size of community, type of business, size of premises, length of occupancy of premises, number of years in business were all considered in this stage of the analysis and none were found to have a statistically significant influence on sales.

#### 1.8 Missing Data

In all studies missing data creates problems. In cross-tabulations, if there are too many empty or sparse cells (those with fewer than 5 cases), the tests of statistical significance may not be accurate or even appropriate. In order to reduce this problem to manageable levels, it is possible to carry out certain computer generated missing values by regression to fill in data cells or to collapse the classes within variables to bring the cell count to a reasonable level. In the case of cross-tabulations, it was decided to collapse classes to achieve this. As stated before, this had the desirable secondary effect of permitting detailed breakdowns of sales at a tertiary level without disclosing confidential information.

## 2.0 SUMMARY AND CONCLUSIONS

### 2.1 Summary of Findings

#### 2.1.1 Number of Employees

An examination of Table 3, Number of Employees, shows that slightly over two-thirds (68.7%) of the businesses in the survey had five or fewer employees; that an additional one-quarter (24.8%) had between 6 and fifteen staff; while only one-twentieth had 16 or more employees.

TABLE 3: Number of Employees

Number of Employees	Absolute Frequency	Percent	Cum. %
1 Person	135	14.4%	14.4%
2 Persons	162	17.3	31.6
3 Persons	156	16.6	48.2
4 Persons	110	11.7	60.0
5 Persons	82	8.7	68.7
6-10 Persons	175	18.6	87.3
11-15 Persons	58	6.2	93.5
16-25 Persons	25	2.7	96.2
26 Plus Persons	36	3.8	100.0
Total	939	100.0	

Source: ERG BIA Survey, 1979.

2.1.2 Age of Business and  
Years Established in BIA

Reference is made to Table 4, Age of Business and Years Established in BIA below. It should be noted that there is a statistically significant relationship between the two variables. The majority of businesses surveyed have been in business in the BIA for 10 years or more and nearly three quarters for 5 years or more. Conversely, only about one quarter of the businesses surveyed have been in business in the BIA for less than 5 years.

TABLE 4: Age of Business

Years	No. of Years In Business			No. of Years at Site		
	Abs. Freq.	%	Cum. %	Abs. Freq.	%	Cum. %
70-80 years	45	4.7%	4.7%	39	4.1	4.1%
60-70 years	34	3.6	8.3	25	2.6	6.7
50-60 years	44	4.6	12.9	36	3.8	10.5
40-50 years	44	4.6	17.5	37	3.9	14.4
30-40 years	72	7.6	25.1	69	7.2	21.6
20-30 years	110	11.6	36.7	103	10.8	32.5
10-20 years	205	21.5	58.2	193	20.3	52.7
5 -10 years	187	19.6	77.8	197	20.7	73.4
Less than 5 years	211	22.2	100.0	257	26.6	100.0
Total	952	100.0		952	100.0	

Source: ERG BIA Survey, 1979.

### 2.1.3 Ownership of Business

Almost four-fifths (79%) of those surveyed stated that they were independently owned; some 8.8% were branches or subsidiaries and almost the same percentage (8.6%) were operated under some form of partnership agreement.

TABLE 5: Ownership of Business

Type of Ownership	Absolute Frequency	Percent	Cum. %
Independently Owned	747	79.0%	79.0%
Partnership	81	8.6	87.5
Franchise	35	3.7	91.2
Branch	74	7.8	99.0
Subsidiary	9	1.0	100.0
Total	946	100.0	

Source: ERG BIA Survey, 1979.

### 2.1.4 Tenure

Just over one-third of the sample (36.3% of the total) stated that they owned their place of business; the remainder (62.5% and 1.2%) were either leasing their premises or holding them under a combined form of tenure.

TABLE 6: Tenure

Tenure	Absolute Frequency	Percent	Cum. %
Own	339	35.6%	26.3%
Lease	583	61.2	62.5
Combined	11	1.2	1.2
Total	933	100.0	

Source: ERG BIA Survey, 1979.

#### 2.1.5 Non-renewal of Lease

Of the 38 businesses in the sample (4% of the total) not renewing their leases or proposing to go out of business, one-sixth (15.8%) were food type stores and one half (52.6%) were in the general merchandise category. A further one-sixth of the total were in the ancillary or service classification.

#### 2.1.6 Annual Rent

##### Net Rents

As was to be expected, a wide range of rents were reported, with three-quarters of the sample paying less than \$7.50 per square foot net rent per annum. This compares favorably with known rental levels in major shopping centres in Ontario in 1979, bearing in mind that due to unusually long terms, many leases (23.6%) are at rentals of less than \$2.50 per square foot - a rental level that is no longer commonly to be found in shopping centres.

TABLE 7: Annual Net Rent

Rent Range (per sq. ft.)	Absolute Frequency	Percent	Cum. %
\$0.01-2.50	116	23.6%	23.6%
\$2.51-5.00	167	33.9	57.5
\$5.01-7.50	99	20.1	77.6
\$7.51-10.00	57	11.6	89.2
\$10.01-12.50	25	5.1	94.3
\$12.51-15.00	11	2.2	96.5
\$15.01 plus	17	3.5	100.0
Total	492	100.0	

Source: ERG BIA Survey, 1979

It should also be noted that in very few instances is a shopping centre lease other than one of guaranteed minimum rent plus a percentage of sales. Coupled with this is the usual covenant in the lease that if the tenant of the mall does not pay percentage rent in excess of the guaranteed minimum by a time certain (usually 3 years from commencing the lease), then the lease is terminable at the will of the landlord. Thus, while a tenant may pay a low minimum, it is rare for the tenant not to be paying a healthy percentage rent.

Again in considering the cost of utilities, it is important to remember when comparing costs to those in a shopping centre that common area maintenance and Heating Ventilation and Air Conditioning (HVAC) costs can represent an amount equal to \$1.00 - 2.00 per square foot of additional costs not encountered by a business in a BIA. Also, the costs of the

individual stores' HVAC may run \$0.50 - \$1.00 per square foot. Further additional charges for Merchants Association Membership can add between \$0.25 - \$0.50 per square foot.

Thus, it can be seen that it is possible for utilities and other costs chargeable to an individual storekeeper in a shopping centre to range between \$2.00 to \$3.00 per square foot.

#### Utilities

Table 8, Annual Utilities shows that the three quarters of those reporting had an annual cost of \$1.50 or less per square foot for utilities, which compares well with those found in shopping centres (\$2.00 - \$3.00).

TABLE 8: Annual Utilities  
(\$/sq. ft.)

Utilities Cost Range (per sq. ft.)	Absolute Frequency	Percent	Cum. %
\$0.01-0.50	104	26.7%	26.7%
\$0.51-1.00	117	30.0	56.7
\$1.01-1.50	75	19.2	75.9
\$1.51-2.00	38	9.7	85.6
\$2.01-2.50	12	3.1	88.7
\$2.51-3.00	14	3.6	92.3
\$3.01-3.50	5	1.3	93.6
\$3.51 plus	25	6.4	100.0
Total	390	100.0	

Source: ERG BIA Survey, 1979.

Gross Rents

Examination of Gross Annual Rents shown in Table 9 shows that half of the respondents had gross rents of less than \$5.00 and that only one-third paid over \$7.50 per square foot.

TABLE 9: Gross Annual Rents  
(\$/sq. ft.)

Rent Range (per sq. ft.)	Absolute Frequency	Percent	Cum. %
\$0.01-2.50	94	18.7%	18.7%
\$2.51-5.00	156	31.0	49.7
\$5.01-7.50	95	18.9	68.6
\$7.51-10.00	72	14.3	82.9
\$10.01-12.50	35	7.0	89.9
\$12.51-15.00	23	4.6	94.4
\$15.01 plus	28	5.6	100.0
Total	503	100.0	

Source: ERG BIA Survey, 1979.

2.1.7 Business Taxes

Inspection of Table 10, Annual Business Taxes shows that only one-tenth of those in the sample paid over \$1.00 per square foot in business taxes and that over two-thirds pay under \$0.50 per square foot.

TABLE 10: Annual Business Taxes

Tax Range (per sq. ft.)	Absolute Frequency	Percent	Cum. %
\$0.01-0.50	449	67.9%	67.9%
\$0.51-1.00	140	21.2	89.1
\$1.01-1.50	26	3.9	93.0
\$1.51-2.00	15	2.3	95.3
\$2.01-2.50	7	1.1	96.4
\$2.51-3.00	6	0.9	97.3
\$3.01-3.50	3	0.5	97.7
\$3.51 plus	15	2.3	100.0
Total	661	100.0	

Source: ERG BIA Survey, 1979.

#### 2.1.8 Rear Access to Premises

Reference is made to Table 11, Rear Access to Premises, which shows that over two-thirds of the premises have rear access.

TABLE 11: Rear Access to Premises

Category Label	Absolute Frequency	Percent
Yes	605	66.1%
No	305	33.3
Not Applicable	5	.5
Total	915	100.0

Source: ERG BIA Survey, 1979.

### 2.1.9 Classification of Uses in BIA's

The Standard Industrial Classification (SIC) Code was used to categorize the 952 businesses in this survey (See Appendix C). As stated, various levels of classification of uses have been utilized in this study in order to provide for comparability with other data and census material.

The three levels of breakdown as shown in Table 12, Classification of Uses in BIA's will enable the data base to be used at various levels of detail. Thus, it is theoretically possible to obtain a cross-tabulation of sales by tertiary level group class in Almonte or Dryden; but, due to the size of the sample, there would be many empty cells in the tabulation and the possibility that confidential sales figures would be disclosed.

TABLE 12: Classification of Uses of BIA's

Primary Level			Secondary Level			Tertiary Level		
	N	%		N	%		N	%
Food	148	16.0	Grocery Restaurant	73 75	7.9 8.1	Grocery Restaurant	73 75	7.9 8.1
Retail	525	56.8	Dept. Store Variety Store DSTM Retail Non-DSTM Retail	8 16 303 198	0.9 1.7 32.8 21.4	Dept. Store Variety Store Apparel Furn-App1. Drugs-HBA Hardware Other Retail	8 16 142 88 26 47 198	0.9 1.7 15.4 9.5 2.8 5.1 21.4
Automotive	29	3.1	Car Sales TBA	19 10	2.1 1.1	Cars New & Old Cars Used TBA	17 2 10	1.8 0.2 1.1
Ancillary	122	13.2	Ancillary	122	13.2	Ancillary Retail	122	13.2
Other NEC	100	10.8	Other NEC	100	10.8	Other NEC	100	10.8
Total	924	100.0	Total	924	100.0	Total	924	100.0

NEC = Not Elsewhere Classified

TBA = Tires, Batteries, and Accessories

HBA = Health and Beauty Aids

## 2.1.10 Sales

Reference is made to Table 13, Percentage Growth and Decline of Sales 1974 to 1979. It was decided to examine the relative situation relating to absolute growth or decline over the longest period of sales available. Accordingly, taking the years 1974 and 1979, we examined the change (if any) in sales reported on a square foot basis. The result of this is set out below.

The data presented is based on 317 (1974) and 568 (1979) valid responses and can be considered statistically accurate 19 times out of 20, within a margin of  $\pm 6$  per cent. Bearing this in mind, and examining the bottom right corner of the table, it is to be noted that sales (using a weighted average \$/sq. ft.) showed a decline of \$1.00 or 0.8 per cent which is statistically insignificant.

Thus, on the basis of these figures it is possible to state that merchants in the areas under study enjoyed stable economic performance over the 1974 - 79 period.

TABLE 13: Percentage Growth and Decline of Sales 1974-1979  
(Dollar Sales/Square Foot in 1979 Constant Dollars)

Category	Year	N *	\$1-50	51-100	101-150	151-200	201-250	251+	Average Sales/sq. ft.)
Food (15%)	1974	(49)	30	21	19	9	4	17	\$149
	1979	(91)	30	21	18	9	5	18	\$141 -\$8 (-5.2%)
Retail (64%)	1974	(197)	24	29	18	11	5	13	\$138
	1979	(358)	24	31	18	11	4	12	\$134 -\$4 (-2.8%)
Auto (1%)	1974	(7)	20	40	0	20	20	0	\$122
	1979	(9)	25	-15	0	25	25	0	\$133 +\$11 (+9.8%)
Ancill (13%)	1974	(41)	60	27	7	7	0	0	\$ 74
	1979	(64)	60	+1	+1	-2	0	0	\$ 84 +\$10 (+12.3%)
Other (7%)	1974	(23)	44	20	12	4	0	20	\$144
	1979	(46)	40	20	-2	5	0	25	\$143 -\$1 (-0.8%)
Total (100%)	1974	(317)	32	27	16	10	4	12	\$131
	1979	(568)	31	+1	0	0	4	12	-\$1 (-0.8%)***

\* N=Number of valid responses in group.

\*\* This cell indicates that 30% of businesses in the food category had \$1-50 dollar sales per sq. ft. in 1974 and in 1979, and that there was neither an increase or decrease in the percentage of food stores selling between \$1-50 sales per sq. ft. in the period 1974 - 1979.

\*\*\* Weighted Average

Source: ERG BIA Survey, 1979.

While sales data for the 13 BIA's surveyed are useful in themselves, the obvious question arises as to the relative sales performance of the 13 BIA's. It was therefore decided to examine the relative sales growth (in constant 1979 dollars) evidenced in the 13 BIA's compared to Ontario as a whole and Canadian shopping centres. Accordingly, sales for all retail trade in Ontario and for shopping centres was examined and converted into percentage differences. Examination of the data set out in Table 14, Comparative Sales Data, 1974-1979 shows that sales within the 13 BIA's studied remained essentially flat, showing neither major growth nor decline, and that overall considerable growth took place in both shopping centres and the Province as a whole.

Examination of the data in detail, group by group, invites the following comments, particularly in respect of the Ontario-wide and shopping centre data.

#### Food

According to industry spokesman, there has been little or no real growth in grocery sales over the past 6 years and that growth such as it might be relates to sales in non-grocery items such as health and beauty aids and household necessities. With the paucity of supermarkets (those food stores having a floor area in excess of 8,000 square feet) in BIA's, it would appear that even those stores found in the BIA sample were not obtaining the small amount of growth available in the market. It should also be noted that sales in this group for the BIA's includes restaurants and other eating establishments, whereas those in Ontario Retail Sales and Shopping Centres do not.

#### Retail Trade

Examination of the actual real growth in Department Store sales in the period in question was 18.2% (\$2,608 million in 1979 dollars to \$3,082

million). This growth has taken place outside the BIA's under study and generally outside the downtown business district which the BIA's represent. BIA's comprise mainly independently owned non-multiple branched enterprises and have not participated in this non-department store - chain store growth.

#### Ancillary Uses

The growth in sales found in this group of uses is probably due to the fact that there has only been limited opportunity for expansion into shopping centres by the typically independent service store. (Usually there is only one barber or beauty shop in a shopping centre creating a monopoly position). Thus, it is likely that the overall growth found in this group has taken place in the non-shopping centre operation.

TABLE 14: Comparative Sales Data (1974-1979)

(percentage growth of sales per sq. ft.  
and total sales in 1979 dollars)

Category	\$ Per Sq. Ft.		Total Sales	
	Thirteen BIA's Surveyed (all businesses)	Canadian Shopping Centres	Thirteen BIA's Surveyed (mature businesses only)*	Ontario Retail Sales
Food (15%)**	-5.2	+1.0	-8.1	+5.0
Retail (64%)	-3.0	+9.1	+0.3	+15.1
Ancillary (13%)	+12.4	+15.9	+31.6	+22.6

Sources: ERG BIA Survey, 1979.

Ontario Sales: Statistics Canada

Shopping Centres: Urban Land Institute

\* Mature businesses are business reporting 1974 sales in the 1979 ERG survey.

\*\* Per cent of all businesses in BIA's surveyed by ERG in 1979.

## 2.2 Conclusions

If we return again to the overall objectives of the study which is to monitor the economic performance of the 13 BIA's, we are able to say, on the basis of the data collected and the analysis undertaken that:

1. The 13 BIA's have enjoyed a stable business environment from 1974 to 1979. In constant 1979 dollars there is virtually no change in gross sales per square foot over the six year period.
2. Each of the various types of businesses at the primary level (food, retail, auto, ancillary and other) have shared equally in this stable business performance from 1974 to 1979.
3. Factor and discriminant analysis reveals that stable business performance does not vary significantly by size of community, type of business, size of premises or number of years in business.
4. However, while the BIA's surveyed have reported stable sales from 1974-1979, data for Ontario Retail Sales and Canadian Shopping Centres shows a real growth over this period, particularly in retail sales. These BIA's apparently did not benefit from the real growth of sales from 1974 to 1979.

The other economic features of the 13 BIA's surveyed can be summarized as follows:

- businesses in BIA's tend to be small, with two thirds having five or fewer employees in 1979
- businesses in BIA's tend to be long-established, with the majority having been in operation and at their present location for 10 years or more; only about 1 in 4 businesses have been in operation and at their present location less than 5 years.
- the overwhelming majority (79%) of BIA businesses are independently owned, the remainder being either partnerships, franchises, branch offices or subsidiaries
- about 1/3 own their place of business and about 2/3 lease their place of business
- only 4% of businesses do not expect to renew their leases upon termination
- three quarters of businesses paid less than \$7.50 per square foot net rent and less than \$1.50 per square foot for utilities per annum in 1979
- 9 in 10 businesses paid \$1.00 per square foot or less in municipal tax in 1979 and two thirds pay \$0.50 per square foot or less

- two thirds of businesses surveyed have rear access to their premises
- at the primary level 57% of the businesses in our survey are classified as retail, 16% food, 13% ancillary, 11% other NEC and 3% automotive

APPENDIX A: SURVEY INSTRUMENTS



Office of the  
Minister

Ministry  
of  
Housing

Hearst Block  
Queen's Park  
Toronto Ontario  
M7A 2K5  
416/965-6456

July 26, 1979

Dear Sir/Madam:

Re: Evaluation of the Business Improvement Area Program

During the past few weeks, the Community Renewal Branch of the Ontario Ministry of Housing, with the assistance of local municipalities, has been conducting a study of business improvement areas (B.I.A.s). If you have been contacted for information by your B.I.A., we thank you for your cooperation.

However, in order to do a complete Province-wide study, we require information which only you can supply. This information is needed to assist us in reviewing the B.I.A. program so that your tax dollars can be more effectively put to work in enhancing your business environment.

In the next few days, we will be telephoning you. In order to expedite matters, we are attaching a list of the information we require from you. Please have this information readily available when we call.

All information provided by you will be held in the strictest confidence. Only summary statistics will be released and no individual business will ever be identified. Your cooperation is greatly appreciated.

Yours sincerely,

Claude F. Bennett  
Minister

## B.I.A. TELEPHONE SURVEY

The following are the questions which will be asked 2,000 businesses in our telephone survey of your business improvement area starting the week of August 6th:

1. Year your business started \_\_\_\_\_
2. Since what year has your business been located in the business improvement or downtown area? \_\_\_\_\_
3. Since what year has your business been located at the present address? \_\_\_\_\_
4. Specific line of business \_\_\_\_\_
5. Is your business
  - (i) independently owned
  - (ii) franchise operation
  - (iii) branch
  - (iv) subsidiary\_\_\_\_\_
6. No. of employees at this address \_\_\_\_\_
7. Do you own or rent your location? \_\_\_\_\_
8. Gross floor area (in square feet) \_\_\_\_\_

### IF SPACE IS LEASED (Questions 9-12)

9. Annual rent for B.I.A. location \_\_\_\_\_
10. How much did you pay in utilities (water, gas, oil, electricity) in last 12 months? \_\_\_\_\_
11. When does the lease at your present location terminate? (month, year) \_\_\_\_\_
12. Do you expect to renew the lease when it terminates? \_\_\_\_\_

### EVERYONE (Questions 13-17)

13. How much business tax will your business pay at its present location in 1979? \_\_\_\_\_
14. What do you estimate your gross sales for 1979? \_\_\_\_\_

15. What were your gross sales for each of the past 5 years in your B.I.A. location?

1978	_____
1977	_____
1976	_____
1975	_____
1974	_____

16. Do you have access for deliveries at the rear of the building? \_\_\_\_\_

17. What is your postal code? \_\_\_\_\_

These questions have been developed in order to establish a proper economic context for the businesses which can be found in a business improvement area.

SPECIFIC DETAILS WILL BE DEEMED CONFIDENTIAL. The general summary information will be distributed to business improvement areas to assist them in their planning and development activities.

## ONTARIO MINISTRY OF HOUSING

## COMMUNITY RENEWAL BRANCH

## BIA QUESTIONNAIRE

INTERVIEWER NAME: \_\_\_\_\_

BUSINESS ID: [REDACTED]

DATE: \_\_\_\_\_

TELEPHONE NO. [REDACTED]

Hello, I'm calling on behalf of the Ontario Ministry of Housing.  
May I speak to the owner or manager of NAME OF BUSINESS?

IF NOT AVAILABLE ARRANGE FOR CALL-BACK, OTHERWISE CONTINUE.

A few days ago the Ontario Minister of Housing sent you a letter requesting your co-operation in a study that we're doing of Business Improvement Areas. Did you receive this letter?

IF NO → NOTE THAT LETTER WILL BE SENT AGAIN

IF YES → CONTINUE

I wonder if you could take just a few minutes and give me the information we requested in the letter?

1. First of all, what is the street address of NAME OF BUSINESS?STREET  
NAME → [REDACTED]

STREET NUMBER → [REDACTED]

2. In what year was NAME OF BUSINESS started?

YEAR → [REDACTED]

3. Since what year has NAME OF BUSINESS been located in the Business Improvement or downtown area?

YEAR → [REDACTED]

4. Since what year has NAME OF BUSINESS been located at STREET ADDRESS?

YEAR → [REDACTED]

5. What is the specific line of business of NAME OF BUSINESS?

PROBE IF NECESSARY: RETAIL OR WHOLESALE

SPECIFIC DESCRIPTION → [REDACTED] SIC → [REDACTED]

6. Is this business an:

READ:

independently owned business,	1
or partnership,	2
a franchise operation,	3
a branch office,	4
or a subsidiary of another company	5

7. How many employees does NAME OF BUSINESS have at STREET ADDRESS at the present time?

NUMBER → [REDACTED]

8. What is the gross floor area of the space your business occupies at STREET ADDRESS?

SQUARE FEET → [ ]

9. Does NAME OF BUSINESS own or lease the space at STREET ADDRESS?

own	1
lease	2
both	3

ASK ONLY IF  
SPACE IS LEASED



10. What is the annual rent paid by your business at STREET ADDRESS at the present time?

\$ → [ ]

11. How much did your business pay in utilities, that is water, gas, oil, electricity in the last 12 months, in addition to any utilities included in the rent?

\$ → [ ]

12. When does the lease terminate?

MONTH → \_\_\_\_\_ [ ]  
YEAR → \_\_\_\_\_ [ ]

13. Do you expect to renew the lease when it terminates?

Yes	1
No	2
Don't know	3

ASK EVERYONE 14 - 18

14. How much municipal tax will your business pay at its present location in 1979?

\$ → [ ]

15. What are the estimated gross sales for 1979 of NAME OF BUSINESS at STREET ADDRESS?

\$ → [ ]

16. What were the gross sales for each of the past five calendar or fiscal years?

OBTAIN INFORMATION FOR CALENDAR YEAR  
(JAN. 1 TO DEC. 31) OR START WITH  
MOST RECENTLY COMPLETED "FISCAL"  
YEAR AND WORK BACK.

1978 → \$ [ ]  
1977 → \$ [ ]  
1976 → \$ [ ]  
1975 → \$ [ ]  
1974 → \$ [ ]

17. I just have a couple more questions. Does your business at STREET ADDRESS have access for deliveries at the rear of your building?

Yes	1
No	2
Don't know	3

18. What is your postal code?

→ [ ]

19. Could you please tell me your name in case we require any additional information about NAME OF BUSINESS in the future?

NAME → [ ]

THANK YOU FOR YOUR TIME AND CO-OPERATION.

REASON FOR  
NON COMPLETION → [ ]



## INTERPRETATION OF QUESTIONS IN QUESTIONNAIRE

Question 2 - In what year was NAME OF BUSINESS started? - This question refers to the year the business started under its present name.

Question 3 - Since what year has NAME OF BUSINESS been located in the Business Improvement or downtown area? - This date refers to when the business was located in the downtown area, which could have been before or after the BIA program was started.

Question 6 - Is this business an independently owned business, or partnership, a franchise operation, a branch office, or a subsidiary of another company? - All limited companies were considered independently owned businesses, unless they were branch operations of another company.

Question 7 - How many employees does NAME OF BUSINESS have at STREET ADDRESS at the present time? - All people, including the owner and part time employees who work out of that particular address at that time were included in the count.

Question 8 - What is the gross floor area of the space your business occupies at STREET ADDRESS? - The area included outside area if it was part of the business operation; e.g., a car lot or outdoor café.

Question 9 - Does NAME OF BUSINESS own or lease the space at STREET ADDRESS? - Some owners said they rented and did not have a lease; they were categorized as lessees.

Question 14 - How much municipal tax will your business pay at its present location in 1979? - This tax referred to business tax only; it did not include BIA tax or realty tax.

Question 16 - What were the gross sales for each of the past five calendar or fiscal years? - Since this question was not qualified by location, it was interpreted as gross sales regardless of location. The major problem with this question was that when the business was bought as an existing concern during this period, sales figures previous to purchase were not available.

Question 17 - Does your business at STREET ADDRESS have access for deliveries at the rear of your building? - This question refers to rear only and does not include side entrances.

ERG  
August, 1979.

PLEASE READ

SURVEY OF BUSINESSES IN BUSINESS IMPROVEMENT  
AREAS (BIA) IN ONTARIO

INSTRUCTIONS TO INTERVIEWERS

**BACKGROUND:** We are gathering information for the Ministry of Housing from businesses in Business Improvement Areas. BIA's are commercial areas designated by their merchants. They pay a sum of money to the municipality beyond their normal business tax. This "tax" is then returned to them to pay for improvements to the area.

All businesses will have received a letter from the Minister of Housing detailing the information required.

The crucial link in any survey is the interviewing. A valid survey requires a high completion rate which is determined by the length and wording of the questionnaire and the interview "style". The combination of this brief questionnaire and your courteous but self-confident style will assure a successful survey.

The following guidelines and suggestions are provided to assist you with your interviewing assignment. Please read the instructions carefully and go over the questionnaire at least once before you begin calling.

**MATERIAL:** You have been provided with a list of names, addresses and telephone numbers, questionnaires, a copy of the introductory letter, a completed sample questionnaire and a time sheet.

**QUOTA:** We are asking for a 100% completion rate. All businesses on your list must be contacted. Please call back up to 7 times in order to reach the person who can give you the required information.

**SURVEY TIME:** This survey is to be carried out between August 13th and 17th, between the hours of 9:00 and 5:00. If you know a business is open in the evening or if you are asked by the establishment to call in the evening, please do so. We would like most interviews to be completed by Friday, August 17th.

**WHO TO INTERVIEW:** Interview the owner or manager of the business unless you are specifically asked to speak to someone else. DO NOT INTERVIEW ANYONE WHO HAS NOT READ THE LETTER. If the letter has not been received, please be sure we have the correct address and then please call Andrea Sopher at 964-1397. We are not including banks, lawyers, accountants, real estate brokers and insurance companies in our survey. If one of this type of company is included on your list, politely terminate the interview and mark them NE (not eligible) on your list.

If you are unable to interview someone because of language difficulties, please inform Andrea.

If you are told that the person to interview is located at another address (e.g., the head office), please find out the name, address and telephone number and inform Andrea so that a letter can be sent to them.

CODING: The first item on your questionnaire is the business ID. This is the five-digit number directly above the name on your list. Please insert this number in the blanks with the telephone number under it. Please put your name and the date of each interview on the questionnaire.

The proper coding of the questionnaires is very important.

Q. 1 - Write in the street number and name as in the example.

Q. 2,3,4 - Write in the complete year.

Q. 5 - Write in type of business, being sure to include whether or not it is retail or wholesale. DO NOT WRITE IN spaces following SIC→       .

Q. 6 - Circle only one response. A limited company is an independently owned business.

Q. 7,8,10,11,14,15,16 - Be sure to place the figures in the proper box. See the example. Employees include all people who work out of that location, including the owner.

Q. 14 - This tax refers to business tax only. DO NOT include realty tax.

IMPORTANT: Please code directly onto your list the results of your interview as follows,

CI = Completed Interview  
O = No Answer  
R = Refused  
NE = Not Eligible  
L = Language Barrier

STYLE: These interviews are executive interviews. They should take about five minutes. You may have to call back at the Proprietor's/Manager's convenience. Be courteous when this happens. You might inform him/her that the interview will take only five minutes, but if they are insistent on a call back, please do as they ask.

(3)

INFORMATION

AND PICK-UP: You will be notified later in the week when your material will be picked up, or when you should drop it off to us.

NOTE:

IT IS VERY IMPORTANT THAT YOU USE PENCIL ON THE QUESTIONNAIRES.  
PLEASE CIRCLE OR WRITE CLEARLY AND PRECISELY.

Please call Andrea Sopher at 964-1397 if you have any problems or questions.

CALL ANDREA WEDNESDAY AFTERNOON TO REPORT YOUR RESULTS UP TO THAT TIME.

Thank you for your assistance on this survey.

ONTARIO MINISTRY OF HOUSING  
COMMUNITY RENEWAL BRANCH  
BIA QUESTIONNAIRE

SAMPLE

INTERVIEWER NAME: A. Sopher  
DATE: August 13/79

BUSINESS ID: 00198

TELEPHONE NO. 4169256676

Hello, I'm calling on behalf of the Ontario Ministry of Housing.  
May I speak to the owner or manager of NAME OF BUSINESS?

IF NOT AVAILABLE ARRANGE FOR CALL-BACK, OTHERWISE CONTINUE.

A few days ago the Ontario Minister of Housing sent you a letter requesting your co-operation in a study that we're doing of Business Improvement Areas. Did you receive this letter?

IF NO → NOTE THAT LETTER WILL BE SENT AGAIN

IF YES → CONTINUE

I wonder if you could take just a few minutes and give me the information we requested in the letter?

1. First of all, what is the street address of NAME OF BUSINESS?

STREET NUMBER → 101

STREET NAME → YONGE ST.

2. In what year was NAME OF BUSINESS started?

YEAR → 1901

3. Since what year has NAME OF BUSINESS been located in the Business Improvement or downtown area?

YEAR → 1959

4. Since what year has NAME OF BUSINESS been located at STREET ADDRESS?

YEAR → 1959

5. What is the specific line of business of NAME OF BUSINESS?

PROBE IF NECESSARY: RETAIL OR WHOLESALE

SPECIFIC DESCRIPTION → LADIES' CLOTHES SIC →

RETAIL

6. Is this business an:

READ:

independently owned business,	1
or partnership,	2
a franchise operation,	3
a branch office,	4
or a subsidiary of another company	5

7. How many employees does NAME OF BUSINESS have at STREET ADDRESS at the present time?

NUMBER → 011

APPENDIX B: DEPARTMENT STORE TYPE  
MERCHANDISE (DSTM)

### DEPARTMENT STORE TYPE MERCHANDISE (DSTM) DEFINITION

The following classes of businesses are included in the definitions of department store type merchandise (DSTM). It is also known in other reports as comparison goods, the inference being that purchases in this group are usually made after shopping around and comparison with like items has been carried out.

Category	Stats. Canada Line Item
Mens clothing	13
Womens clothing	14
Family clothing	15
Specialty stores	16
Family shoes	17
Hardware	18
Furniture	19
Household goods	20
Radio, TV and accessories	21
Drugs and health and beauty aids	22
Bookstores and stationery	23
Florists	24
Jewellers	25
Sporting goods	26
Personal accessories	27

\* Table 7 Retail Trades, Dec. 1979 (63-005), Statistics Canada.

APPENDIX C: STANDARD INDUSTRIAL  
CLASSIFICATION (SIC) CODE

TERTIARY LEVEL AND STANDARD INDUSTRIAL CLASSIFICATION NUMBER

Tertiary Level	Standard Industrial Classification Number
Food	5411 to 5499 (inclusive)
Restaurant	5812, 5813
Department Stores	5311
Variety Stores	5311
Apparel	5611-5699 (inclusive)
Furniture-appliances	5712-5733 (inclusive)
Drugs, Health and Beauty Aids	5912
Hardware	5211-5261 (inclusive)
Ancillary Retail	5941-5999 (inclusive)
Cars New and Used	5511
Cars Used	5521
Tires, Batteries and Accessories	5531
Other Nec.	5149, 5541 to 5561, 5962, 5969, 7011, 7901 to 7999

# INDUSTRY SELECTORS (SIC)

The following statistics include both the primary and secondary SIC number for all lines of business:

ALL LINES  
If you desire only those establishments whose primary line of business fits the SIC number circled, check here.

An asterisk (\*) indicates a 1967 SIC number not yet totally converted to 1972 SIC.

SIC	DESCRIPTION	NO. OF ESTAB.	SIC	DESCRIPTION	NO. OF ESTAB.	SIC	DESCRIPTION	NO. OF ESTAB.
<b>AGRICULTURE, FORESTRIES AND FISHERIES 72.481</b>								
*0729	Animal Husbandry Services, n.e.c.	859	1429	Crushed & Broken Stone, n.e.c.	308	1771	Concrete Work	10,398
*0731	Horticultural Services	1,975	1442	Construction Sand & Gravel	2,846	1781	Water Well Drilling	5,070
0741	Veterinarian Services,	274	1452	Bentonite	159	1791	Structural Steel Erection	3,949
Farm Stock			1453	Fire Clay	32	1793	Glass, Glazing Work	4,568
0742	Veterinarian Services, Specialties	1,336	1454	Fuller's Earth	57	1794	Excavating and Foundation Work	25,204
0751	Livestock Services Except Specialties	632	1455	Kaolin, Ball Clay	10	1795	Wrecking, Demolition Work	1,715
Corn			1459	Clay & Related Minerals	45	1796	Installing Building Equipment	1,281
0752	Animal Specialty Services	918	1472	Barite	134	1797	Special Trade Contractors	24,537
0753	Farm Labor Contractor	761	1473	Fluorspar	30	1798	Roasted Coffee	198
0762	Farm Management Services	723	1474	Potash Soda & Borate Minerals	28	1799	Manufactured Ice	1,298
0763	Landscape Counseling	1,369	1475	Phosphate Rock	42	2098	Macaroni, Spaghetti	669
0782	Lawn & Garden Services	230	1476	Rock Salt	27	2099	Food Preparation, n.e.c.	2,463
0783	Ornamental Shrub Services	1,168	1477	Sulfur	28	2121	Cigarettes	53
0784	Timber Tracts	289	1478	Chemical and Fertilizer Mining, n.e.c.	16	2121	Cigars	147
0811	Forest Nurseries & Tree Seed	82	1481	Nonmetallic Minerals (Except Fuels) Services	162	2131	Chewing and Smoking Tobacco	70
0821	Gathering & Extracting	82	1492	Gypsum	42	2141	Tobacco Stemming and Redrying	62
0843	Extraction Pine Gum	13	1496	Talc Soapstone, and Pyrophyllite	43	2171	Mills, Cotton	1,096
0849	Gathering Forest Products	21	1499	Nonmetallic Minerals, n.e.c.	333	2211	Weaving Mills, Synthetics	918
0851	Forestry Services	206	1512	Timber	276	2221	Weaving and Finishing Mills, Wool	524
0852	Berry Crops	233	0912	Finfish	464	2241	Narrow Fabric Mills	990
0854	Grapes	554	0913	Shelfish	25	2251	Womens Hosiery	710
0855	Tree Fruits	320	0919	Miscellaneous Marine Products	1,701	2251	Fluid Milk	499
0856	Citrus Fruits	550	0921	Fish Hatcheries & Preserves	1,701	2252	Hosiery, n.e.c.	505
0857	Deciduous Tree Fruits	1,274	0971	Hunting, Trapping, & Game Propagation	1,701	2253	Knit Outerwear Mills	1,815
0858	Fruits & Tree Nuts, n.e.c.	1,197	0989	Fish Hatcheries, Farms, & Preserves	32	2254	Knit Underwear Mills	174
0861	Ornamental Nursery Products	6,316	1011	General Building Contractors	36,537	2255	Knitting Mills, n.e.c.	110
0862	Covered Grown Food Crops	499	1012	One-Family Housing Construction	90,190	2257	Circle Knit Fabric Mills	356
0863	Horticulture Specialties, n.e.c.	226	1013	Residential Construction	13,742	2258	Warp Knit Fabric Mills	268
0864	General Farm Crops	4,771	1014	Operative Builders	28,631	2259	Knitting Mills, n.e.c.	206
0865	Horticultural Specialties	2,809	1015	Industrial Buildings & Warehouses	12,028	2261	Finishing Plant Cotton	437
0866	Animal Specialties	81	1016	Heavy Construction	2,779	2262	Finishing Plants, Synthetics	425
0867	Agricultural Production, n.e.c.	81	1017	Bridge, Tunnel & Elevated Highway	16,892	2269	Finishing Plants, n.e.c.	323
0868	Beef Cattle Feedlots	4,081	1018	Construction	1,689	2270	Circle Knit Fabric Mills	237
0869	Beef Cattle Except Feedlots	409	1019	Heavy Construction	1,689	2271	Woven Carpets, Rugs	573
0870	Hogs	856	1020	Gold Ores	18,507	2272	Tufted Carpets, Rugs	573
0871	Sheep & Goats	287	1031	Lead, Zinc Ores	1,611	2279	Carpets, Rugs, n.e.c.	107
0872	Horticultural Livestock, n.e.c.	205	1041	Gold Ores	149	2281	Yarn Mills, Except Wool	555
0873	Animal Specialties	206	1042	Silver Ores	149	2282	Throwing and Winding Mills	194
0874	Agricultural Production, n.e.c.	81	1043	Bauxite, Aluminum Ores	26	2283	Wool Yarn Mills	153
0875	Dairy Farms	3,497	1044	Ferroalloy Ores	54	2284	Thread Mills	135
0876	Broiler, Fryer Poultry	649	1061	Metal Mining Services	369	2043	Rice Milling	354
0877	Chicken Eggs	862	1081	Mercury Ores	41	2044	Blended and Prepared Flour	180
0878	Turkey & Turkey Eggs	259	1092	Mercury-Radium Ores	105	2045	Wet Corn Milling	120
0879	Poultry Hatcheries	1,117	1094	Plumbing Heating Air Conditioning	73	2046	Dog, Cat & Pet Food	354
0880	Poultry & Eggs, n.e.c.	104	1099	Metal Ores, n.e.c.	73	2047	Prepared Feeds, n.e.c.	2,280
0881	Fur Animals & Rabbit	119	1101	Antarctic Mining Services	182	2051	Bread, Cake & Related Products	164
0882	Horses & Other Equine	409	1111	Anthracite Mining Services	45	2052	Paddings and Upholstery Fillings	164
0883	Animal Specialties, n.e.c.	492	1112	Bituminous Coal, Lignite	3,505	2053	Textile Goods, n.e.c.	181
0884	General Farm Livestock	494	1211	Bituminous, Lignite, n.e.c.	199	2054	Processed Textile Waste	190
0885	Soil Preparation Services	466	1213	Crude Oil & Natural Gas	7,298	2055	Coated Fabrics Not Rubberized	327
0886	Corn Shelling & Threshing Services	174	1311	Mercury-Ore Insulation	8,380	2056	Beer Sugar Refining	59
0887	Services	49	1321	Natural Gas Liquids	172	2057	Tire Cord, Fabric	68
0888	Agricultural Services, n.e.c.	623	1321	Drilling, Drywall	1,194	2058	Confectionery Products	1,531
0889	Crop Planting & Protection	1,571	1321	Mosaic Work	1,401	2059	Cordage, Twine	144
0890	Veterinarians, Animal Hospitals	799	1389	Oil, Gas Field Services, n.e.c.	5,051	2060	Chocolate & Cocoa Products	159
0891	Market Preparation Services for Market (except cotton ginning)	3,606	1411	Dimension Stone	334	2061	Textile Goods, n.e.c.	390
0892	Cotton Ginning	2,894	1422	Crushed & Broken Granite	114	2062	Raw Cane Sugar	108
0893			1423	Terrazzo, Tile, Marble and Mosaic Work	5,166	2063	Vegetable Oil Mills	133
0894			1721	Carpentering, Floor Laying, Floor Work, n.e.c.	11,970	2064	Textile Goods	1,218
0895			1751	Dimension Stone	1,373	2065	Boys Suits	132
0896			1752	Crushed & Broken Limestone	13,398	2066	Mens & Boys Nightwear	1,328
0897			1761	Roofing, Sheet Metal Work	20,916	2067	Mens & Boys Underwear	96
0898			1762	Lard & Cooking Oils		2068	Mens & Boys Neckwear	469
0899			1763			2069	Mens & Boys Trousers	1,011

n.e.c.—Not elsewhere classified

NO. OF ESTAB.		SIC DESCRIPTION	NO. OF ESTAB.	SIC DESCRIPTION	NO. OF ESTAB.	SIC DESCRIPTION	
NO. OF ESTAB.	NO. OF ESTAB.	NO. OF ESTAB.	NO. OF ESTAB.	NO. OF ESTAB.	NO. OF ESTAB.	NO. OF ESTAB.	
2328 Mens & Boys Work Clothing	653	Bags Except Textile Bags	743	Tires, Inner Tubes	277	Aluminum Rolling & Drawing	277
2329 Mens & Boys Clothing, n.e.c.	1,539	Bag Cut Paper, Board	589	Rubber/Plastic Footwear	127	Rolling, Drawing, n.e.c.	3356
2331 Womens & Misses Blouses	1,406	Pressed and Moulded Pulp Goods	80	Reclaimed Rubber	63	Paper Industries Machinery	3554
2335 Womens & Misses Dresses	4,829	Goods	127	Nonferrous Wire Drawing	n.e.c.	Printing Machinery	3555
2337 Womens & Misses Suits	2,131	Stationery Products	104	Aluminum Castings	101	Special Industries	3559
2339 Womens & Misses Outerwear	3,866	Converted Paper Products	1,135	Fabricated Rubber Products	2,117	Machinery, n.e.c.	3561
2341 Corsets & Childrens Outerwear	1,116	Products	261	Miscellaneous Plastic Products	127	Pumps and Pumping Equipment	3562
2342 Corsets & Garments	327	Folding Paperboard Boxes	862	Foot Tanning, Finishing	666	Ball & Roller Bearing	3563
2351 Millinery	246	Setup Paperboard Boxes	426	Leather Tanning, Finishing	666	Air & Gas Compressors	3563
2352 Hats & Caps	396	Corrugated and Solid Fiber Boxes	2653	Footwear Cut Stock	3131	Blowers and Fans	3564
2353 Childrens Dresses	238	Sanitary Food Containers	2654	Shoes Except Rubber	3141	Industrial Patterns	3565
2356 Childrens Coats	780	Fiber Cans, Drums, etc.	2655	House Slippers	169	Speed Gear Changers	3566
2359 Childrens Outerwear	1,056	Building Paper and Building Board Mills	2661	Men's Shoes Except Athletic Shoes	3143	Industrial Furnaces and Ovens	3567
2371 Fur Goods	1,92	Footwear Except Rubber, n.e.c.	3151	Ladies' Shoes Except Athletic Shoes	3144	Power Transmission Equipment	3568
2381 Fabric Dress & Glove Draperies	308	Leather Gloves & Mittens	3151	Footwear Except Rubber	3151	General Industrial Machinery	3569
2384 Robes & Dress Gowns	308	Newspapers	2711	Footwear Cut Stock	3131	Metal Drums and Pails	3570
2385 Waterproof Garments	396	Periodicals	2721	House Slippers	169	Cutter	3571
2386 Leather Lined Cloths	374	Book Publishing	2731	Personal Leather Goods	3172	Tools	3572
2387 Apparel Belts	435	Book Printing	2732	Leather Goods, n.e.c.	3199	Hand Saws, Saw Blades	3573
2388 Apparel & Accessory	426	Miscellaneous Publishing	2741	Footwear Except Rubber	3151	Hard Saws	3574
2391 Curtains, Draperies	2,985	Commercial Letterhead	2751	Footwear, Trim	3211	Hedge Trimmers	3575
2392 Housefurnishings	1,992	Commercial Lithographic Printing	2752	Flat Glass	189	Hose	3576
2393 Textile Bags	293	Commercial Gravure Printing	2753	Glass Products, Made of Glass	3221	Household Laundry Equipment	3577
2394 Canvas Products	1,610	Commercial Gravure Printing	2753	Glass Products, Purchased	3221	Metal Door Sash, Trim	3578
2395 Pleating, Stitching	837	Engraving and Plate Printing	2753	Glass Products, Made of Glass	3221	Metal Drums and Balances	3579
2396 Apparel Findings	648	Engraving and Plate Printing	2753	Glass Products, Purchased	3221	Metal Furniture	3580
2397 Schiffli Machine Embroideries	346	Manifold Business Forms	2761	Cement Hydraulic	3251	Metal Fixtures	3581
2399 Fabricated Textile Products	1,284	Greeting Card Publishing	2771	Brick and Structural Clay Tile	3251	Metal Hand Tools	3582
2411 Logging Camps and General	5,438	Bookbinding, and Related Work	2773	Ceramic Wall, Floor Tile	3253	Metal Machine Products	3583
2426 Hardwood Dimension Flooring	6252	Phototypesetting	2773	Clay Refractories	3255	Metal Stamping	3584
2429 Standard Product Sawmills, n.e.c.	920	Electrotyping and Stereotyping	2774	Structural Clay Products, n.e.c.	3259	Metal Stamping	3585
2421 Sawmills and Planing Mills	5,095	Lithographic Platemaking	2795	Porcelain Electrical Supplies	3264	Metal Stamping	3586
2422 Hardwood Dimension Flooring	6252	Services	2795	Pottery Products, n.e.c.	3269	Metal Stamping	3587
2429 Standard Product Sawmills, n.e.c.	920	Alkalies, Chlorine	2798	Bookbinding, and Related Work	1,286	Metal Stamping	3588
2431 Millwork	511	Typsetting	2791	Vitreous China Food Utensils	3261	Metal Stamping	3589
2432 Veneer, Plywood Plant	1,04	Photoengraving	2793	Earthenware Food Utensils	3263	Metal Stamping	3590
2433 Prefabricated Wood Products	280	Electrotyping and Stereotyping	2794	Plastic Household Electrical Supplies	3264	Metal Stamping	3591
2434 Wood Kitchen Cabinets	2,525	Lithographic Platemaking	2795	Pottery Products, n.e.c.	3269	Metal Stamping	3592
2436 Hardwood Veneer Plywood	426	Services	2798	Bookbinding, and Related Work	1,286	Metal Stamping	3593
2439 Structural Wood	643	Alkalies, Chlorine	2798	Vitreous China Food Utensils	3261	Metal Stamping	3594
2441 Nailed and Lock Corner Wooden Boxes & Shook	796	Industrial Gases	2813	Earthenware Food Utensils	3263	Metal Stamping	3595
2448 Wood Pallets and Skids	1,157	Inorganic Pigments	2816	Plastic Household Electrical Supplies	3264	Metal Stamping	3596
2449 Wood Container, n.e.c.	447	Organic Chemicals	2818	Pottery Products	3269	Metal Stamping	3597
2451 Mobile Homes	886	Industrial Inorganic Chemicals	2819	Cut Stone, Stone Products	3281	Metal Stamping	3598
2452 Prefabricated Wood Buildings	1,084	Plastics	2821	Mineral Wool	3296	Metal Stamping	3599
2491 Wood Preserving	557	Pharmaceutical Preparations	2822	Asbestos Products	3292	Metal Stamping	3600
2492 Particleboard	34	Soap, Other Detergent	2841	Soap, Other Detergent	3297	Metal Stamping	3601
2499 Wood Products, n.e.c.	5,173	Polishes & Sanitary Goods	2842	Polishes & Sanitary Goods	3298	Metal Stamping	3602
2511 Wood Household Furniture	4,675	Pharmaceutical Preparations	2843	Toilet Preparations	3312	Metal Stamping	3603
2512 Upholstered Household Furniture	2,902	Plants & Allied Products	2843	Toilet Preparations	3312	Metal Stamping	3604
2514 Metal Household Furniture	954	Paints & Allied Products	2851	Paints & Allied Products	3315	Metal Stamping	3605
2515 Mattresses, Bedspring	1,465	Wood, Wood Chemicals	2861	Gum, Wood Chemicals	3316	Metal Stamping	3606
2517 Wooden TV & Radio Cabinets	96	Intermediates	2865	Cyclic Crudes and Cyclic Intermediates	3317	Metal Stamping	3607
2519 Household Furniture, n.e.c.	446	Organic Chemicals	2869	Steel Pipe, Tubes	3317	Metal Stamping	3608
2521 Wooden Office Furniture	734	Nitrogenous Fertilizers	2871	Steel Pipe, Tubes	3317	Metal Stamping	3609
2522 Metal Office Furniture	473	Phosphatic Fertilizer	2874	Strip, Bars	3317	Metal Stamping	3610
2523 Public Building Furniture	473	Mixing Fertilizers	2875	Gray Iron Foundries	3321	Metal Stamping	3611
2524 Wooden Partitions and Fixtures	2,282	Agricultural Chemicals	2879	Gray Iron Foundries	3321	Metal Stamping	3612
2525 Metal Partitions and Fixtures	1,122	Adhesives & Sealants	2891	Malleable Iron Foundries	3322	Metal Stamping	3613
2529 Venetian Blinds, Shades	1,146	Explosives	2892	Steel Investment Foundries	3323	Metal Stamping	3614
2530 Furniture, Fixtures n.e.c.	272	Printing Ink	2893	Steel Foundations, n.e.c.	3325	Metal Stamping	3615
2531 Pulp Mills	50	Carbon Black	2895	Primary Copper	3331	Metal Stamping	3616
2532 Paper Mills Except Building	181	Chemical Preparations	2899	Primary Lead	3332	Metal Stamping	3617
2533 Paper Mills	934	Petroleum Refining	2911	Primary Zinc	3333	Metal Stamping	3618
2534 Paving Mixtures and Blocks	1,345	Paving Mixtures and Blocks	2951	Primary Aluminum	3334	Metal Stamping	3619
2535 Lubricant Greases	369	Particleboard Mills	2952	Primary Nonferrous	3335	Metal Stamping	3620
2536 Envelopes	364	Paper Coating, Glazing	2953	Metals, n.e.c.	3336	Metal Stamping	3621
			2954	Metals, Secondary Nonferrous Metals	3337	Metal Stamping	3622
			2955	Copper Rolling, Drawing	3338	Metal Stamping	3623
			301	Aluminum Rolling, Drawing	3339	Metal Stamping	3624
			301	Steel Investment Foundries	3340	Metal Stamping	3625
			301	Steel Foundations, n.e.c.	3341	Metal Stamping	3626
			301	Steel Pipe, Tubes	3342	Metal Stamping	3627
			301	Steel Foundations	3343	Metal Stamping	3628
			301	Steel Pipe, Tubes	3344	Metal Stamping	3629
			301	Steel Foundations	3345	Metal Stamping	3630
			301	Steel Foundations	3346	Metal Stamping	3631
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			301	Steel Foundations	3433	Metal Stamping	3718
			301	Steel Foundations	3434	Metal Stamping	3719
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3673 Electron Tubes & Transmitting	101	3953 Marking Devices	1,106	4583 Airport Terminal Services	312	5081 Commercial Machines & Equipment	12,955
3674 Semiconductors and Related Devices	1,251	3955 Carbon Paper & Inked Ribbons	158	4612 Crude Petroleum Pipe Lines	280	5311 Department Stores	8,091
3675 Electronic Capacitors	53	3961 Costume Jewelry	1,740	4613 Refined Petroleum Pipe Lines	187	5331 Variety Stores	12,475
3676 Electronic Resistors	42	3962 Artificial Flowers	443	4619 Pipe Lines, n.e.c.	32	*5399 Miscellaneous General Merchandise Stores	49,676
3677 Electronic Coils, Transformers and Other Inductors	162	3963 Buttons	239	4712 Freight Forwarding	3,076	5411 Grocery Stores	138,638
3678 Electronic Connectors	31	3964 Needles, Pins & Fasteners	456	*4721 Arrangement of Transportation	2,098	5412 Meat and Fish Markets	5,900
3679 Electronic Components	4,388	3991 Brooms & Brushes	655	4722 Passenger Transportation	6,793	5085 Industrial Supplies	24,890
*3691 Storage Batteries	305	3993 Signs & Advertising Displays	4,817	Arrangement of Transportation	6,793	5086 Professional Equipment & Supplies	9,737
3692 Primary Batteries, Dry & Wet	109	3994 Morticians' Goods	88	4742 Railroad Car Rental With Services	115	5087 Service Establishment	8,354
3693 X-Ray Apparatus & Tubes	273	3995 Burial Caskets	446	4743 Railroad Car Rental Without Services	40	5088 Transportation Equipment	10,611
3694 Engine Electrical Equipment	553	3996 Hard Surface Floor Coverings	50	4782 Inspection and Weighing Services	89	*5089 Transportation Equipment	5,334
3695 Electrical Equipment, n.e.c.	1,038	3999 Hard Manufacturers, n.e.c.	7,089	4783 Packing & Crating Facilities for Vehicles,	551	*5090 & Supplies	3,334
<b>TRANSPORTATION, COMMUNICATION, &amp; PUBLIC UTILITIES 166.025</b>							
3711 Aircraft Trailers	695	4011 Railroads & Line-Haul Operating	859	5091 Metals & Minerals	1,165	5463 Retail Bakeries, Baking and Selling	12,114
3712 Aircraft	269	4013 Switching & Terminal Companies	197	Except Petroleum Products	1,165	5464 Retail Bakeries, Selling Only	887
3724 Aircraft, Engines and Engine Parts	307	4041 Rail Express Service	48	5092 Petroleum & Petroleum Products	4,491	5465 Miscellaneous Food Stores	5,016
3728 Aircraft Equipment, n.e.c.	1,322	4041 Local & Suburban Transportation	836	5093 Scrap & Waste Material	7,821	5466 Used Car Dealers	36,318
3731 Ship Building and Repairing	576	4041 Local Passenger Transportation	836	5094 Jewelry & Watches	4,911	5467 Used Truck Dealers	21,879
3732 Boat Building and Repairing	2,497	4042 Bus Terminal Facilities	202	5095 Beer, Wine & Distilled Beverages	5,802	5468 Utility Trailers	5,000
3743 Railroad Equipment	240	4043 Bus Service Facilities	701	5096 Paper & Paper Products	3,303	5469 Utility Trailers	10,426
*3751 Motorcycles and Bicycles Parts	618	4043 Electric Other Services	3,593	5097 Furniture & Home Furnishing	4,16	5470 Utility Trailers	6,059
3761 Guided Missiles & Space Vehicles	52	4121 Taxicabs	3,691	*5098 Lumber & Construction Materials	223	5471 Motorcycles, Trailers	7,470
3774 Space Propulsion	11	4131 Intercity Highway Transportation	727	4922 Natural Gas Transmission & Distribution	422	5472 Household Dealers	2,953
3769 Space Vehicle Equipment	32	4141 Local Passenger Charter Service	517	4923 Gas Transmission & Distribution	422	5473 Household Dealers	2,953
*3791 Trailer Coaches	326	4142 Charter Service, Except Local	344	4924 Natural Gas Production and/or Distribution	883	5474 Household Dealers	2,953
3792 Travel Trailers and Campers	1,697	4151 School Buses	2,289	4925 Sewerage Systems	431	5475 Household Dealers	2,953
3795 Tanks and Tank Components	19	4151 Bus Terminal Facilities	202	4953 Refuse Systems	3,366	5476 Household Dealers	2,953
*3799 Transportation Equipment	1,036	4171 Bus Service Facilities	701	4959 Sanitary Services, n.e.c.	409	5477 Household Dealers	2,953
3811 Engineering & Scientific Instruments	1,456	4212 Local Trucking without Storage	40,916	4961 Steam Supply	77	5478 Household Dealers	2,953
*3821 Mechanical Measuring Devices	217	4213 Trucking, except local	29,331	4971 Irrigation Systems	247	5479 Household Dealers	2,953
3822 Automatic Temperature Controls	693	4214 Local Trucking and Storage	5,820	4993 Gas & Other Services Combined	82	5480 Household Dealers	2,953
3823 Process Control Instruments	562	4221 Farm Product Warehousing & Storage	4,002	4993 Gas & Other Services Combined	82	5481 Household Dealers	2,953
3824 Fluid Meters and Counting Devices	164	4222 Refrigerated Warehousing	3,895	4993 Gas & Other Services Combined	82	5482 Household Dealers	2,953
3825 Instruments for Measuring Electricity	676	4225 General Warehousing & Storage	673	4993 Gas & Other Services Combined	82	5483 Household Dealers	2,953
3829 Measuring and Controlling Devices	540	4226 Special Warehousing & Storage, n.e.c.	2,370	5012 Automobiles & Other Motor Vehicles	6,036	5484 Household Dealers	2,953
3832 Optical Instruments and Lenses	739	4231 Trucking Terminal Facilities	1,357	5013 Automotive Equipment	4,186	5485 Household Dealers	2,953
3841 Surgical and Medical Instruments	962	4231 U.S. Postal Service	49	5014 Tires and Tubes	10,233	5486 Household Dealers	2,953
3842 Surgical Appliances & Supplies	1,647	4241 Deep Sea Foreign Transportation	418	5021 Furniture	5,241	5487 Household Dealers	2,953
3843 Dental Equipment & Supplies	807	4242 Coastwise Transportation	75	5023 Home Furnishings	7,106	5488 Household Dealers	2,953
3851 Optometric Goods	1,367	4243 Intercoastal Transportation	36	5031 Lumber, Plywood, Millwork	8,150	5489 Household Dealers	2,953
3861 Photographic Equipment & Supplies	1,274	4243 Great Lakes Transportation	43	5039 Construction Materials	12,233	5490 Household Dealers	2,953
3873 Watches, Watchcases & Clocks	406	4244 Transportation on Rivers	402	5041 Sporting and Amusement Goods	5,226	5491 Household Dealers	2,953
3911 Jewelry, Precious Metal	3,053	4452 Lighterage	66	5042 Toys & Hobby Goods Supply	1,994	5492 Household Dealers	2,953
3914 Silverware & Plated Ware	430	4453 Towing & Tugboat Service	47	5043 Photograph Equipment & Supply	1,363	5493 Household Dealers	2,953
3915 Jewelers' Material & Lapidary	756	4454 Local Water Transportation	99	5051 Metal Service Centers and Offices	1,143	5494 Household Dealers	2,953
3931 Children's Vehicles Except Bicycles	631	4455 Water Transportation Services	443	5052 Coal, Minerals & Oils	753	5495 Household Dealers	2,953
3944 Games, Toys & Children's Vehicles	1,452	4456 Canoe Operation	66	5063 Electrical Apparatus & Equipment	14,423	5496 Household Dealers	2,953
3949 Athletic, & Sporting Goods, n.e.c.	3,193	4457 Marine Cargo Handling	868	5064 Electrical Appliances	6,656	5497 Household Dealers	2,953
3951 Pens & Mechanical Pencils	221	4463 Plumbing and Heating Equipment	16	5065 Electronic Parts & Equipment	8,591	5498 Household Dealers	2,953
3952 Lead Pencils & Artists' Goods ..	351	4464 Canal Operation	16	5072 Hardware	8,445	5499 Household Dealers	2,953
		4465 Water Transportation Services	443	5074 Plumbing and Heating Equipment	11,983	5500 Household Dealers	2,953
		4466 Air Conditioning	3,513	5075 Warm Air Heating/	7,937	5501 Household Dealers	2,953
		4467 Refrigeration Equipment	602	5076 Tobacco and Its Products	2,955	5502 Household Dealers	2,953
				5077 Air Conditioning & Refrigeration Equipment	1,143	5503 Household Dealers	2,953
				5078 Refrigeration Equipment	2,074	5504 Household Dealers	2,953
				5079 Transportation Equipment	2,961	5505 Household Dealers	2,953
				5080 Transportation Equipment	2,961	5506 Household Dealers	2,953
				5081 Transportation Equipment	2,961	5507 Household Dealers	2,953
				5082 Transportation Equipment	2,961	5508 Household Dealers	2,953
				5083 Transportation Equipment	2,961	5509 Household Dealers	2,953
				5084 Transportation Equipment	2,961	5510 Household Dealers	2,953
				5085 Transportation Equipment	2,961	5511 Household Dealers	2,953
				5086 Transportation Equipment	2,961	5512 Household Dealers	2,953
				5087 Transportation Equipment	2,961	5513 Household Dealers	2,953
				5088 Transportation Equipment	2,961	5514 Household Dealers	2,953
				5089 Transportation Equipment	2,961	5515 Household Dealers	2,953
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				5102 Transportation Equipment	2,961	5528 Household Dealers	2,953
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				5104 Transportation Equipment	2,961	5530 Household Dealers	2,953
				5105 Transportation Equipment	2,961	5531 Household Dealers	2,953
				5106 Transportation Equipment	2,961	5532 Household Dealers	2,953
				5107 Transportation Equipment	2,961	5533 Household Dealers	2,953
				5108 Transportation Equipment	2,961	5534 Household Dealers	2,953
				5109 Transportation Equipment	2,961	5535 Household Dealers	2,953
				5110 Transportation Equipment	2,961	5536 Household Dealers	2,953
				5111 Transportation Equipment	2,961	5537 Household Dealers	2,953
				5112 Transportation Equipment	2,961	5538 Household Dealers	2,953
				5113 Transportation Equipment	2,961	5539 Household Dealers	2,953
				5114 Transportation Equipment	2,961	5540 Household Dealers	2,953
				5115 Transportation Equipment	2,961	5541 Household Dealers	2,953
				5116 Transportation Equipment	2,961	5542 Household Dealers	2,953
				5117 Transportation Equipment	2,961	5543 Household Dealers	2,953
				5118 Transportation Equipment	2,961	5544 Household Dealers	2,953
				5119 Transportation Equipment	2,961	5545 Household Dealers	2,953
				5120 Transportation Equipment	2,961	5546 Household Dealers	2,953
				5121 Transportation Equipment	2,961	5547 Household Dealers	2,953
				5122 Transportation Equipment	2,961	5548 Household Dealers	2,953
				5123 Transportation Equipment	2,961	5549 Household Dealers	2,953
				5124 Transportation Equipment	2,961	5550 Household Dealers	2,953
				5125 Transportation Equipment	2,961	5551 Household Dealers	2,953
				5126 Transportation Equipment	2,961	5552 Household Dealers	2,953
				5127 Transportation Equipment	2,961	5553 Household Dealers	2,953
				5128 Transportation Equipment	2,961	5554 Household Dealers	2,953
				5129 Transportation Equipment	2,961	5555 Household Dealers	2,953
				5130 Transportation Equipment	2,961	5556 Household Dealers	2,953
				5131 Transportation Equipment	2,961	5557 Household Dealers	2,953
				5132 Transportation Equipment	2,961	5558 Household Dealers	2,953
				5133 Transportation Equipment	2,961	5559 Household Dealers	2,953
				5134 Transportation Equipment	2,961	5560 Household Dealers	2,953
				5135 Transportation Equipment	2,961	5561 Household Dealers	2,953
				5136 Transportation Equipment	2,961	5562 Household Dealers	2,953
				5137 Transportation Equipment	2,961	5563 Household Dealers	2,953
				5138 Transportation Equipment	2,961	5564 Household Dealers	2,953
				5139 Transportation Equipment	2,961	5565 Household Dealers	2,953
				5140 Transportation Equipment	2,961	5566 Household Dealers	2,953
				5141 Transportation Equipment	2,961	5567 Household Dealers	2,953
				5142 Transportation Equipment	2,961	5568 Household Dealers	2,953
				5143 Transportation Equipment	2,961	5569 Household Dealers	2,953
				5144 Transportation Equipment	2,961	5570 Household Dealers	2,953
				5145 Transportation Equipment	2,961	5571 Household Dealers	2,953
				5146 Transportation Equipment	2,961	5572 Household Dealers	2,953
				5147 Transportation Equipment	2,961	5573 Household Dealers	2,953
				5148 Transportation Equipment	2,961	5574 Household Dealers	2,953
				5149 Transportation Equipment	2,961	5575 Household Dealers	2,953
				5150 Transportation Equipment	2,961	5576 Household Dealers	2,953
				5151 Transportation Equipment	2,961	5577 Household Dealers	2,953
				5152 Transportation Equipment	2,961	5578 Household Dealers	2,953
				5153 Transportation Equipment	2,961	5579 Household Dealers	2,953
				5154 Transportation Equipment	2,961	5580 Household Dealers	2,953
				5155 Transportation Equipment	2,961	5581 Household Dealers	2,953
				5156 Transportation Equipment	2,961	5582 Household Dealers	2,953
				5157 Transportation Equipment	2,961	5583 Household Dealers	2,953
				5158 Transportation Equipment	2,961	5584 Household Dealers	2,953
				5159 Transportation Equipment	2,961	5585 Household Dealers	2,953
				5160 Transportation Equipment	2,961	5586 Household Dealers	2,953
				5161 Transportation Equipment	2,961	5587 Household Dealers	2,953
				5162 Transportation Equipment	2,961	5588 Household Dealers	2,953
				5163 Transportation Equipment	2,961	5589 Household Dealers	2,953
				5164 Transportation Equipment	2,961	5590 Household Dealers	2,953
				5165 Transportation Equipment	2,961	5591 Household Dealers	2,953
				5166 Transportation Equipment	2,961	5592 Household Dealers	2,953
				5167 Transportation Equipment	2,961	5593 Household Dealers	2,953
				5168 Transportation Equipment	2,961	5594 Household Dealers	2,953
				5169 Transportation Equipment	2,961	5595 Household Dealers	2,953
				5170 Transportation Equipment	2,961	5596 Household Dealers	2,953
				5171 Transportation Equipment	2,961	5597 Household Dealers	2,953
				5172 Transportation Equipment	2,961	5598 Household Dealers	2,953
				5173 Transportation Equipment	2,961	5599 Household Dealers	2,953
				5174 Transportation Equipment	2,961	5600 Household	

SIC	DESCRIPTION	NO. OF ESTAB.	SIC	DESCRIPTION	NO. OF ESTAB.	SIC	DESCRIPTION	NO. OF ESTAB.	SIC	DESCRIPTION	NO. OF ESTAB.	
5993	Cigar Stores and Stands.....	3,663	6231	Security & Commodity.....	41	7341	Window Cleaning Services.....	759	7694	Armature Rewinding Shops.....	3,748	
5994	News Dealers and Newsstands .....	3,320	6291	Security Services.....	851	7342	Disinfecting and Exterminating .....	4,086	7695	Lock & Gunsmiths .....	31	
5998	Optical Goods .....	119	6311	Life Insurance .....	1,959	7349	Miscellaneous Building Services .....	7,204	7686	Musical Instruments Repair .....	109	
*5999	Miscellaneous Retail Stores .....	62,752	6321	Accident & Health Insurance .....	770	7351	News Syndicates .....	163	7689	Repair Services n.e.c. ....	51,758	
			6324	Hospital Service Plan .....	173	7361	Private Employment Agencies .....	1,666	7813	Motion Picture Production .....	1,847	
			6331	Fire, Sea and Casualty Insurance .....	1,695	7362	Temporary Aid Supply Services .....	428	7814	Except Television Production .....	1,847	
			6351	Surety Companies .....	377	7363	Personnel Supply Services n.e.c. ....	55	7814	Motion Picture Production .....	1,847	
			6361	Title Insurance .....	259	7373	Computer Programming .....	1,102	7819	For Television .....	1,449	
			6371	Pension and Health Funds .....	84	7374	Data Processing Services .....	1,982	7819	Services Altered to Movies .....	697	
			*6399	Insurance Carriers .....	90	7379	Computer Related Services .....	766	7823	Motion Picture Film Exchanges .....	393	
			6411	Insurance Agents .....	9,308	7391	Research & Development .....	766	7824	Film or Tape Distribution .....	136	
			6512	Nonresidential Buildings .....	9,274	7392	Management & Public Relations .....	3,677	7829	Motion Picture Distribution .....	136	
			6513	Apartment Building .....	9,097	7393	Detective & Protective Services .....	18,292	7832	Motion Picture Theatres .....	161	
			6514	Dwelling Operators .....	3,240	7394	Equipment Rental/Leasing .....	14,995	7833	Drive-In Movies .....	815	
			6515	Mobile Homes Site Operator .....	2,895	7395	Photofinishing Labs .....	2,759	7911	Dance Halls & Studios .....	362	
			6517	Railroad Lessons .....	50	7396	Trading Stamp Services .....	260	7922	Theatrical Producers .....	420	
			6519	Real Property Lessors .....	1,127	7397	Commercial Testing Laboratories .....	1,221	7929	Entertainers .....	649	
			6521	Agents, Brokers, Managers .....	18,029	7399	Business Services .....	32,211	7932	Billiard & Pool Establishments .....	1,705	
			6521	Title Abstract Companies .....	185	7399	Passenger Car Rental .....	5,494	7933	Bowling Alleys .....	7,324	
			6522	Subdividers, Developers, n.e.c. ....	15,145	7221	Photographic Studios .....	9,654	7941	Sports Promotion & Athletic Field .....	205	
			6552	Cemetery Subdividers and Developers .....	303	7231	Beauty Shops .....	6,764	7948	Race Tracks & Stables .....	398	
			6553	Licensed Small Loan Lenders .....	3,016	7241	Barber Shops .....	1,227	*7949	Amusement & Recreation n.e.c. ....	1,132	
			6561	Installment Sales Finance Companies .....	1,645	7251	Shoe Repair Shops .....	6,065	7952	Public Golf Courses .....	1,124	
			6611	Committed Real Estate .....	785	7261	Funeral Service .....	19,445	7953	Parking Structures .....	603	
			6711	Holding Companies .....	12,013	7271	Garment Pressing, Alteration .....	1,387	7953	Top & Body Repair Shops .....	16,736	
			6712	Management Investment Offices, Open-end .....	253	7299	Miscellaneous Personal Services .....	1,387	7954	Tire Retreading & Repair .....	4,642	
			6753	Short Term Business Credit Institutions .....	1,118	7311	Advertising Agency .....	9,477	7955	Paint Shops .....	2,551	
			6723	Management Investment Offices, Closed-end .....	196	7311	Advertising Services .....	9,477	7958	General Automotive Repair Shops .....	48,027	
			6724	Unit Investment .....	60	7313	Outdoor Advertising .....	1,401	7539	Automotive Repair Shops n.e.c. ....	861	
			6732	Educational, Religious, Etc. Trusts .....	192	7313	Radio TV Advertising .....	1,401	7542	Automotive Laundries .....	5,958	
			*6161	Loan Correspondents .....	96	7313	Representatives .....	236	*7549	Automotive Services n.e.c. ....	3,476	
			6162	Mortgage Bankers & Correspondents .....	1,488	7319	Miscellaneous Advertising .....	995	8911	Engineering & Architectural Services .....	31,333	
			6163	Loan Brokers .....	4,116	*7321	Credit Reporting & Collection .....	856	7622	Radio & Television Repair .....	19,053	
			6794	Security Brokers and Dealers .....	4,534	7331	Direct Mail Advertising .....	1,831	7623	Refrigeration Service Repair .....	8,095	
			6221	Commodity Contracts Brokers and Dealers .....	861	7332	Blueprinting, Photocopying .....	1,776	*8922	Electrical Repair Shops .....	13,595	
			6799	Investing Institutions, n.e.c. ....	1,229	7333	Commercial Photography/Art .....	3,335	7631	Watch, Clock & Jewelry Repair .....	8,995	
						7339	Steno, Duplicating, n.e.c. ....	944	7641	Rephosphery & Furniture Repair .....	10,590	
									7641	Bookkeeping .....	3,648	
										*8999	Services n.e.c. ....	4,580
											8,676	

n.e.c.—Not elsewhere classified



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